

Message Text

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AMEMBASSY PARIS

C O N F I D E N T I A L MOSCOW 0049

E. O. 11652: GDS

TAGS: BPRO, ETRD, ETRN, ESTC, UR, US

SUBJ: INFORMATION ON AIR TRAFFIC CONTROL PROPOSALS

USDOC FOR BEWT/TDAD

REF: STATE 283604

1. ECON/COMM COUNSELOR AND COMMERCIAL ATTACHE MET JANUARY 2 WITH MME. ANODINA OF MINISTRY CIVIL AVIATION TO DISCUSS STATUS OF ATC PROPOSALS. AS USUAL, ANODINA WAS NOT TERRIBLY FORTH-COMING.

2. WITH REFERENCE TO AIL PROPOSAL, ANODINA CONFIRMED THAT SHE HAD RECEIVED LETTER FROM COMPANY WHICH MENTIONED ITS WORK FOR CZECHS AND PROPOSED UNDERTAKE SIMILAR PROJECT(S) IN USSR. AS EXPLAINED BY ANODINA, HOWEVER, AIL LETTER DID NOT AMOUNT TO WHAT SOVIETS REGARD AS "PROPOSAL," I.E. AND OFFER OF A SPECIFIC SYSTEM ALONG WITH TECHNICAL DOCUMENTATION. ANODINA ALSO NOTED THAT SYSTEM PROPOSED BY AIL WAS FOR "SECONDARY AIRPORTS" AND NOT FOR MAJOR TRAFFIC CENTERS SUCH AS MOSCOW.

3. TURNING TO SPERRY-UNIVAC ARTS-III SYSTEM, ANODINA SAID THAT DURING DISCUSSIONS IN UNITED STATES DURING FIRST PART OF NOVEMBER, SHE HAD PROPOSED ADDITION OF SEVERAL (UNSPECIFIED) ELEMENTS DEVELOPED BY FAA. SHE SAID SHE UNDERSTOOD INFORMALLY
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FROM SPERRY THAT FAA HAD SUBSEQUENTLY APPROVED THIS PROPOSAL

BUT FORMAL NOTIFICATION HAD NOT YET BEEN RECEIVED. SPERRY NEGOTIATING TERM EXPECTED IN MOSCOW SHORTLY, SHE SAID, AND SHE ADDED THAT SITUATION WOULD DOUBTLESS BE CLARIFIED AS RESULT OF THESE TALKS. ANODINA USED OCCASION TO COMPLAIN ONCE AGAIN ABOUT HIGH PRICE DEMANDED BY SPERRY, ALTHOUGH SHE CLAIMED THAT SPERRY HAD AGREED (AGAIN INFORMALLY) TO "DO SOMETHING ABOUT THIS."

4. ANODINA CONFIRMED THAT THOMSON/CSF HAD MADE OFFER, WHICH SHE TERMED "QUITE ATTRACTIVE" FROM PRICE POINT OF VIEW. SHE DID NOT GIVE IMPRESSION, HOWEVER, THAT THOMSON/CSF OFFER WAS SEEN BY MINISTRY AS LIVE POSSIBILITY AT PRESENT.

5. AT CLOSE OF MEETING, ANODINA ASKED WHETHER DECISION HAD BEEN REACHED ON EXPORT LICENSE FOR UNIVAC/1106 SYSTEM SOLD TO AEROFLOT FOR RESERVATIONS SYSTEM. ECON/COMM COUNSELOR NOTED THAT FAVORABLE LICENSING DECISION HAD BEEN REACHED ON ARTS-II SYSTEM BUT THAT CONSIDERATION OF EXPORT LICENSE APPLICATION FOR AEROFLOT RESERVATIONS SYSTEM WAS STILL UNDERWAY IN WASHINGTON. ANODINA RECALLED THAT SOVIETS HAD AWARDED THIS CONTRACT TO UNIVAC AFTER STRONG COMPETITION FROM VARIOUS WESTERN EUROPEAN COMPUTER COMPANIES, SEVERAL OF WHICH CAME IN WITH FINANCIALLY MORE ATTRACTIVE BIDS. COMMATT SAID CONSIDERATION OF THIS CASE WAS BEING EXPEDITED IN WASHINGTON AND SAID WE HOPED HAVE SOME WORD FOR SOVIETS WITHIN 45 DAYS. (COMMENT: IMPLICATION OF ANODINA'S REMARKS WAS THAT SOVIETS WOULD NOT HESITATE BREAK CONTRACT WITH UNIVAC IF COMPANY UNABLE DELIVER ON SCHEDULE AND WOULD GIVE BUSINESS TO WESTERN EUROPEAN FIRM. END COMMENT).

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